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August 20, 2010

VIA ELECTRONIC FILING

Jocelyn Boyd, Esquire
Chief Clerk and Administrator
South Carolina Public Service Commission
101 Executive Center Drive
Columbia, SC 29210

RE: Application of Access Communications, LLC, for a Certificate of Public Convenience and Necessity to Provide Resold Interexchange and Resold Local Exchange Telecommunications Services for local service offerings to be regulated in accordance with procedures Authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C; and for Interexchange service offerings to be regulated in accordance with procedures established for Alternative regulation in Order Nos. 95-1734 and 96-55 in Docket No. 95-661-C.
DOCKET NO.: 2010-236-C

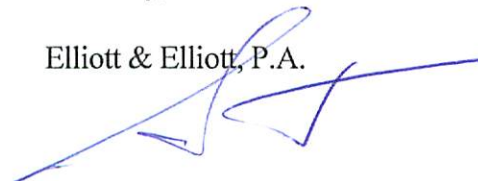
Dear Ms. Boyd:

Enclosed please find the prefiled **Direct Testimony of Richard J. Slinin** filed on behalf of Access Communications, LLC in the above referenced docket. By copy of this letter, I am serving all parties of record.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Sincerely,

Elliott & Elliott, P.A.



Scott Elliott

SE/jcl

Enclosures

cc: Parties of Record w/enc.

BEFORE
THE PUBLIC SERVICE COMMISSION
OF THE STATE OF SOUTH CAROLINA

In the Matter of the Application of)	
Access Communications, LLC, for a Certificate of)	
Public Convenience and Necessity to Provide)	
Resold Interexchange and Resold Local Exchange)	Case No. 2010-236-C
Telecommunications Services within the State)	
of South Carolina and for Flexible and)	
Alternative Regulations)	

DIRECT TESTIMONY OF RICHARD J. SLININ

1 **Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2

3 A. My name is Richard J. Slinin. My business address is, Access Communications, LLC,

4 8409 Baymeadows Road, Suite 200, Jacksonville, FL 32256.

5

6 **Q. WHAT IS YOUR POSITION WITH THE APPLICANT?**

7

8 A. I am the Managing Member of Access Communications, LLC (hereinafter "Access"

9 or "Applicant").

10

11 **Q. WHAT ARE YOUR PRINCIPAL RESPONSIBILITIES WITH ACCESS?**

12

13 A. I am responsible for all of the overall day to day operations of the company.

14

1
2
3 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS PROCEEDING?**
4

5 A. I am offering testimony in support of Access' Application for a license to provide
6 basic resold local exchange and Interexchange telecommunications service
7 throughout the non-rural areas of the State of South Carolina. Access proposes to
8 provide basic resold local exchange service and Interexchange toll service on both a
9 reseller basis, as well as provide non-licensed and unregulated telecommunications
10 services on a competitive basis.
11

12 **Q. ARE YOU SPONSORING ANY EXHIBITS IN THIS PROCEEDING?**
13

14 A. Yes, Exhibits A, B, C and D.
15

16 **Q. WERE THESE EXHIBITS PREPARED BY YOU OR UNDER YOUR**
17 **DIRECTION AND SUPERVISION?**
18

19 A. Yes, they were.
20

21 **Q. PLEASE SUMMARIZE THE MAIN SUBJECT AREAS ADDRESSED IN YOUR**
22 **TESTIMONY.**
23

1
2
3 A. My testimony focuses on areas of concern to the Public Service Commission of South
4 Carolina ("Commission"):

- 5 a. a description of Access' technical, managerial, and financial
6 qualifications to provide telecommunications services in South
7 Carolina;
8 b. a demonstration of Access' position and current business opportunities
9 with some major Government agencies and Access future business
10 plans for increasing voice products;
11 c. a description of the general types of services that Access proposes to
12 offer in the State of South Carolina;
13 d. the benefits to the public and the industry of the general types of
14 services Access proposes to offer in South Carolina; and,
15 e. an explanation of Access' compliance with applicable regulations
16 pertaining to primary basic resold local exchange and Interexchange
17 service.
18

19 **Q. CAN YOU PLEASE DESCRIBE THE APPLICANT'S GENERAL**
20 **QUALIFICATIONS?**
21

22 A. Access is a Florida Limited Liability Company authorized to transact business in the
23 State of South Carolina as a foreign Corporation. A copy of Access' Certificate of

1
2
3 Formation and a Certificate of Authority to Transact Business or Conduct Affairs in
4 South Carolina was submitted with Access' application as my Exhibit A.

5 Current business and network plans for Access call for market entry via
6 resold local exchange carrier facilities, and to provide basic local exchange services
7 by purchasing Unbundled Network Elements, or equivalents, from the incumbent
8 local exchange carriers ("incumbent carriers"). If customer demand warrants,
9 Access will provide basic local exchange services via the installation of its own local
10 switching platform and utilize a combination of self and third party provided
11 network elements (e.g., interoffice transport, unbundled loops).

12
13 **Q. IS ACCESS AUTHORIZED TO PROVIDE SERVICES IN ANY OTHER**
14 **JURISDICTIONS?**

15
16 A. Access is currently authorized to provide regulated telecommunications service in
17 several jurisdictions as outlined in Exhibit B. Access has not been denied authority for
18 any of the services for which it seeks authority in this Application.

19
20 **Q. PLEASE DESCRIBE MANAGERIAL AND TECHNICAL QUALIFICATIONS.**
21

1 A. Access possesses the requisite managerial qualifications to provide its proposed local
2 exchange telecommunications services. Access has assembled an outstanding team
3 of experienced managers and support staff. Descriptions of the telecommunications
4
5 and managerial experience of key personnel, who have extensive management, and
6 technical experience, are attached hereto as Exhibit C. Access' management
7 personnel are well-qualified to execute its business plan, and Access has extensive
8 financial capabilities as described in Exhibit D.

9
10 **Q. IN YOUR OPINION, DOES ACCESS POSSESS SUFFICIENT MANAGERIAL**
11 **AND TECHNICAL RESOURCES AND QUALIFICATIONS TO PROVIDE ALL**
12 **OF THE SERVICES REQUESTED IN ITS APPLICATION TO PROVIDE**
13 **LOCAL EXCHANGE SERVICES IN SOUTH CAROLINA?**

14
15 A. Yes. The senior management of Access has great depth in the telecommunications
16 industry and offers extensive expertise to Access pertaining to the
17 telecommunications business.

18
19 **Q. PLEASE OUTLINE APPLICANT'S FINANCIAL QUALIFICATIONS.**

20
21 A. Access is financially qualified to possess a license to provide resold basic local
22 exchange and Interexchange services. In particular, Access has access to the
23 financing necessary to conduct its telecommunications operations as specified in this

Application. Access has the financial support necessary to procure and operate on a resold basis and to hire and train the personnel necessary to operate. Access' financial strength and ability to offer the above services is demonstrated in Access' Balance Sheet and Income Statement as of December 31, 2009, copies of which are attached as Confidential Exhibit D to my testimony. Because Access is a privately held company, Access requests that its financial statements be treated as confidential and has filed them under seal, pursuant to S.C. Code Ann. § 39-8-10, *et seq.*

Q. IN YOUR OPINION, DOES ACCESS HAVE ADEQUATE ACCESS TO THE CAPITAL NECESSARY TO PROVIDE THE PROPOSED LOCAL EXCHANGE SERVICES IN SOUTH CAROLINA?

A. Yes, it does.

Q. DOES ACCESS' APPLICATION AND PROPOSED TARIFF CONTAIN AN ACCURATE DESCRIPTION OF THE TYPES OF SERVICES THAT IT WILL OFFER IN SOUTH CAROLINA?

A. Yes. The Application accurately describes the types of services that Access plans to offer in South Carolina. Access plans to provide resold basic local exchange and exchange access services. These services include, but will not be limited to:

-
- Basic local exchange services (local exchange flat rate, measured rate service, operator access);
 - Primary basic local exchange service;
 - Basic business exchange services;
 - Business and residential ancillary services (9-1-1, E-9-1-1, 4-1-1, relay service, directory listing, directory assistance, etc.);
 - Centrex;
 - ISDN;
 - Assignment of new numbers;
 - Number portability;
 - AIN provided features;
 - DID trunks and lines;
 - Interfaces to local exchange carriers' switches.

In addition to the services listed above, Access, through interconnection with other carriers, will offer dual-party relay services, directory assistance and toll-free calling. Access may also offer non-regulated telecommunications services, such as Internet Access.

Q. WHAT FACILITIES WILL ACCESS USE TO PROVIDE THE PROPOSED TELECOMMUNICATIONS SERVICES IN SOUTH CAROLINA?

1 A. Access plans to provide basic resold local exchange services through resold facilities
2 from existing carriers.

3
4
5
6
7 **Q. WHO WILL BE PROVIDING LOCAL EXCHANGE ACCESS TO SERVICES**
8 **TYPICALLY SUPPLIED BY INCUMBENT CARRIERS?**

9
10 A. Local exchange provision of service including Directory Assistance and Operator
11 Service, will be provisioned through arrangements with the incumbent carrier.

12
13 **Q. WILL ACCESS HANDLE 9-1-1 EMERGENCY TELECOMMUNICATIONS**
14 **SERVICE TRAFFIC IN THE AFFECTED AREAS PURSUANT TO MPSC**
15 **REGULATIONS?**

16
17 A. Yes. Access will negotiate arrangements with the incumbent carrier to route the
18 traffic through the incumbent carriers' existing tandem switches serving each Public
19 Safety Answering Point ("PSAP"). If Access implements its own facilities, Access
20 will route 9-1-1 traffic through the local switches so that the traffic is routed in the
21 same manner as the incumbent carriers' 9-1-1 traffic. Access intends to comply with
22 all the applicable South Carolina laws and regulations. Moreover, Automatic
23 Number Identification ("ANI") and Automatic Line Information ("ALI") will be

1 routed along with the call. Also, Access will be able to route 9-1-1 traffic to one or
2 more PSAP through direct trunks that Access plans to install. Overall, 9-1-1 traffic
3 will be routed and will meet all Commission requirements. All customers will
4 receive the same delivery of ANI and ALI, and the design of the 9-1-1 system
5 standards that exist in the incumbent carrier's systems. Finally, Access intends to
6 develop procedures to secure the accurate transition of collection and disbursement of
7 9-1-1 surcharges and network changes that are transparent.

8
9 **Q. WILL ACCESS PROVIDE BASIC LOCAL EXCHANGE AND TOLL SERVICES**
10 **IN KEEPING WITH THE COMMISSION'S RULES?**

11
12 A. Yes. Access, in compliance with the Commission's Rules, as a provider of resold
13 basic local exchange service, will offer additional services, including ancillary
14 services, to its customers through agreements with the Underlying carrier. These
15 services will include; services for the deaf, hard of hearing, and speech-impaired;
16 intraNPA directory assistance service.

17
18 **Q. WHEN DOES ACCESS PLAN TO OFFER REGULATED BASIC LOCAL**
19 **EXCHANGE SERVICE IN THE STATE OF SOUTH CAROLINA?**

20
21 A. Before Access can offer regulated basic local exchange service in the State of South
22 Carolina, several important developments must occur. Among these developments
23 are: the issuance of authority by the Public Service Commission of South Carolina;

1 successful negotiation of interconnection agreements with the incumbent carriers;
2 successful completion of the installation of any necessary facilities Access would
3 need to offer regulated basic local exchange service in the State; and the completion
4 and filing of a final tariff with the Commission for regulated basic local exchange
5 service. Each of these activities may be subject to delay and difficulties beyond the
6 control of Access.

7
8 **Q. IF EACH OF THESE PREREQUISITES WERE TO BE COMPLETED IN A**
9 **TIMELY FASHION, WITHOUT DELAY, WHEN WOULD ACCESS**
10 **COMMENCE OFFERING REGULATED BASIC LOCAL EXCHANGE**
11 **SERVICE IN THE STATE OF SOUTH CAROLINA?**

12
13 A. Access' anticipates being able to offer regulated basic local exchange service in
14 South Carolina within one year of the Commission's issuance of authority to Access.

15
16 **Q. IS ACCESS' APPLICATION CONSISTENT WITH SERVING THE PUBIC**
17 **INTEREST IN THE PROVISION OF TELECOMMUNICATIONS**
18 **CUSTOMERS?**

19
20 A. Absolutely. The Commission's granting of this license is in the public interest
21 because business consumers of telecommunications services in the incumbent
22 carriers' service territory will receive increased choice, improved quality of service,
23 and heightened opportunities to obtain improved technology in the homes and

1 businesses. Market incentives for new and old telecommunications providers in
2 South Carolina will be improved greatly through an increase in the diversity of
3 suppliers and competition within the local exchange telecommunications market.
4 Consistent with the Commission's intent to aid in the development of a competitive
5 telecommunications environment in South Carolina, the granting of a certificate of
6 authority to provide local exchange service will offer increased efficiency to the
7 State's telecommunications infrastructure through greater reliability of services and
8 an increase in competitive choices. These points are highlighted in Access'
9 Application in this case.
10

11 **Q. IN YOUR APPLICATION, YOU REQUESTED WAIVER OF RECORD**
12 **KEEPING RULES AND OTHER REGULATIONS, CAN YOU PLEASE**
13 **EXPLAIN WHICH WAIVERS YOU ARE SEEKING AND THE BENEFIT OF**
14 **WAIVING THE REQUIREMENTS.**
15

16 A. Certainly. Access is requesting waiver of the requirement to maintain its financial records
17 in conformance with Uniform System of Accounts ("USOA"). The USOA was developed
18 as a means of regulating telecommunications subject to rate base regulation. Access uses
19 Generally Accepted Accounting Principals ("GAAP"). The FCC has not required Access
20 to maintain records under USOA for Interexchange operations; and as a competitive
21 provider, our operations are integrated for efficiency. Requiring separate records
22 pertaining to Local service would place an unnecessary burden on Access. Since

1 Access uses GAAP, the Commission will have an accurate and reliable means of
2 evaluation of South Carolina activity.

3 Access is also requesting waiver of S.C. Ann. Regs. 103-610, which requires
4 records and books be kept in the State of South Carolina. We would like to respectfully
5 request to keep records at our principal place of business. Access is willing to make any
6 information the Commission needs or requires available.

7 We are also requesting waiver of the requirement to publish and distribute local
8 exchange directories. Our intention is to make the appropriate arrangements with the
9 incumbent local exchange carrier to include Access customers. Publication of a duplicate
10 directory would be burdensome and unnecessary.

11 And finally, we are seeking waiver of S.C. Ann. Reg. 103-612.2.3, the map filing
12 requirement. Access' local exchange service will mirror the service area of the incumbent
13 local exchange carrier therefore any maps would be duplicate to theirs and unnecessary.
14

15 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

16 A. Yes it does.

**BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF SOUTH CAROLINA**

In the Matter of the Application of)	
Access Communications, LLC, for a Certificate of)	Case No. 2010-236-C
Public Convenience and Necessity to Provide)	
Resold Interexchange and Resold Local Exchange)	
Telecommunications Services within the State)	
of South Carolina and for Flexible and)	
Alternative Regulations)	

DIRECT TESTIMONY OF RICHARD J. SLININ

EXHIBITS

EXHIBIT A	Florida Organization South Carolina Secretary of State Authorization
EXHIBIT B	Jurisdictions
EXHIBIT C	Biographies of Key Management
EXHIBIT D	Financial Statements - Confidential / Filed Under Seal

EXHIBIT A

Florida Organization

South Carolina Secretary of State Authorization

**Electronic Articles of Organization
For
Florida Limited Liability Company**

**L03000007657
FILED 8:00 AM
March 03, 2003
Sec. Of State**

Article I

The name of the Limited Liability Company is:
ACCESS COMMUNICATIONS, LLC.

Article II

The street address of the principal office of the Limited Liability Company is:
35 FAIRWAY LANE
JACKSONVILLE BEACH, FL. 32250

The mailing address of the Limited Liability Company is:
8352 CHASON ROAD EAST
JACKSONVILLE, FL. 32244

Article III

The name and Florida street address of the registered agent is:
RICHARD J SLININ
8352 CHASON ROAD EAST
JACKSONVILLE, FL. 32244

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Registered Agent Signature: RICHARD J. SLININ

Article IV

The name and address of managing members/managers are:

Title: MGR
RICHARD J SLININ
8352 CHASON ROAD EAST
JACKSONVILLE, FL. 32244

Title: MGR
CUSICK COMMUNICATIONS, INC.
35 FAIRWAY LANE
JACKSONVILLE BEACH, FL. 32250

Title: MGR
MEGAN G BROWN
757 LAKE GENEVA DRIVE
ST. AUGUSTINE, FL. 32092

Article V

The effective date for this Limited Liability Company shall be:

03/01/2003

Signature of member or an authorized representative of a member

Signature: RICHARD SLININ

L03000007657
FILED 8:00 AM
March 03, 2003
Sec. Of State

The State of South Carolina



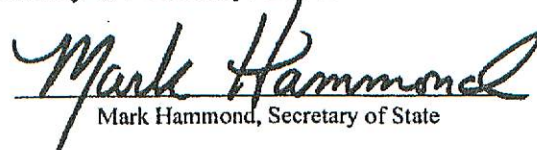
Office of Secretary of State Mark Hammond

Certificate of Authorization

I, Mark Hammond, Secretary of State of South Carolina Hereby certify that:

ACCESS COMMUNICATIONS, LLC, A Limited Liability Company duly organized under the laws of the State of FLORIDA, and issued a certificate of authority to transact business in South Carolina on February 19th, 2010, with a duration that is at will, has as of this date filed all reports due this office, paid all fees, taxes and penalties owed to the Secretary of State, that the Secretary of State has not mailed notice to the company that it is subject to being dissolved by administrative action pursuant to section 33-44-809 of the South Carolina Code, and that the company has not filed a certificate of cancellation as of the date hereof.

Given under my Hand and the Great
Seal of the State of South Carolina this
24th day of February, 2010.


Mark Hammond, Secretary of State

CERTIFIED TO BE A TRUE AND CORRECT COPY
AS TAKEN FROM AND COMPARED WITH THE
ORIGINAL ON FILE IN THIS OFFICE

STATE OF SOUTH CAROLINA
SECRETARY OF STATE

FEB 19 2010 APPLICATION FOR A CERTIFICATE OF AUTHORITY
BY A FOREIGN LIMITED LIABILITY COMPANY
TO TRANSACT BUSINESS IN SOUTH CAROLINA

Mark Hammond
SECRETARY OF STATE OF SOUTH CAROLINA
TYPE OR PRINT CLEARLY WITH BLACK INK

The following Foreign Limited Liability Company applies for a Certificate of Authority to Transact Business in South Carolina in accordance with Section 33-44-1002 of the 1976 South Carolina Code of Laws, as amended.

1. The name of the foreign limited liability which complies with Section 33-44-1005 of the 1976 South Carolina Code as amended is Access Communications, LLC

2. The name of the State or Country under whose law the company is organized is
Florida

3. The street address of the Limited Liability Company's principal office is

8409 Baymeadows Road, Suite 200

Street Address

Jacksonville, FL 32256

City

State

Zip Code

4. The address of the Limited Liability Company's current designated office in South Carolina is

2 Office Park Court, Suite 103

Street Address

Columbia, SC 29223

City

State

Zip Code

5. The street address of the Limited Liability Company's initial agent for service of process in South Carolina is

2 Office Park Court, Suite 103

Street Address

Columbia

City

South Carolina

State

29223

Zip Code

and the name of the Limited Liability Company's agent for service of process at the address is

CT CORPORATION SYSTEM

Name

Signature

Jessica L. Gardner
Jessica L. Gardner, Asst. VP

6. ☐ Check this box if the duration of the company is for a specified term, and if so, the period specified _____

100224-0084
ACCESS COMMUNICATIONS, LLC

FILED: 02/19/2010

Filing Fee: \$110.00 ORIG



South Carolina Secretary of State

Mark Hammond

Access Communications, LLC

Name of Limited Liability Company

7. ☐ Check this box if the company is manager-managed. If so, list the names and business addresses of each manager

a. Richard Slinin Name

8409 Baymeadows Rd., Suite 200 Business Address

Jacksonville, FL 32256
City State Zip Code

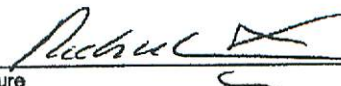
b. _____ Name

_____ Business Address

_____ City State Zip Code

8. ☐ Check this box if one or more members of the foreign limited liability company are to be liable for the company's debt and obligation under a provision similar to Section 33-44-303(c) of the 1976 South Carolina Code of Laws, as amended.

Date 1/12/2010


Signature

Richard Slinin, Manager
Name Capacity

FILING INSTRUCTIONS

1. This application must be accompanied by an original certificate of existence not more than 30 days old (or a record of similar import) authenticated by the Secretary of State or other official having custody of the Limited Liability Company records in the state or country under which it is organized.
2. File two copies of these articles, the original and either a duplicate original or a conformed copy.
3. If management of a limited liability company is vested in managers, a manager shall execute this form. If management of a limited liability company is reserved to the members, a member shall execute this form. Specify whether a member or manager is executing this form.
4. This form must be accompanied by the filing fee of \$110.00 payable to the Secretary of State.

Return to: Secretary of State
P.O. Box 11350
Columbia, SC 29211

EXHIBIT B

Jurisdictions

Access Communications, LLC

Operating Jurisdictions

State	Authority
Florida	Competitive Local Exchange Carrier Registered Interexchange Carrier
Georgia	Competitive Local Exchange Carrier Authorized Interexchange Carrier
North Carolina	CPCN - Competitive Local Exchange Carrier CPCN - Intrastate Interexchange Carrier

EXHIBIT C

Biographies of Key Management

RICHARD J. SLININ
480 Johns Creek Parkway
St Augustine, FL 32092
H (904) 463-6500 W (904) 208-5200
Email: Rslinin@MyAccessComm.com

EXPERIENCE

ACCESS COMMUNICATIONS, LLC.
Managing Partner

Jacksonville, FL
June 2002 to Current

- Co-founded company and secured Federal Communications Commission (FCC) and Florida Public Service Commission (FL PSC) approvals as a Competitive Local Exchange Carrier.
- Successfully Negotiated Agreements to purchase local, long distance, international dialing, and internet carrier wholesale services for resale from Bellsouth, AT&T, Nuvox, FDN, and Qwest, in addition to others.
- Established billing and management procedures for company allowing electronic retrieval of customer monthly usage by categories. Data is retrieved from multiple sources and combined into a single invoice for delivery to customers.
- Set up provisioning of services for customer's guidelines, pricing matrix and minimum profit standards.
- Successfully deployed new VoIP service gateway in addition to a FaxEmail Services, accomplished through strategic purchasing of hardware custom developing the applications in house.
- Responsible for day-to-day management, including, customer services provisioning, pricing, and customer service line trouble management.

SOURCE 1 TELECOM, LLC.
President

Jacksonville, FL
June 2002 to Present

- Founded Company simultaneously to provide sales, installation and maintenance of commercial telephone systems, voice and data infrastructure wiring, ancillary services and telecommunications consulting to customers in the Southeast US.
- Secured a company product line which includes highly specialized and in demand equipment with limited competition presence. Operating areas include; the Siemens Hipath 3000 product line. Insured continued success by providing equipment from both the new and secondary market place.

- Responsible for all aspects of company operation: Management, Accounting, Sales, marketing, General Operations.
- Successfully operated company on a regional basis through a network of sub-contractors.

TELECOMMUNICATIONS ACCESS MANAGEMENT, INC.

Vice President - Operations and Sales Engineering

Jacksonville, FL

June 1995 to June 2002

- Co-founded company through purchase of voice mail service bureau from International Voice Technologies
- Increased company product line to include non-proprietary communications, data and voice processing equipment including: Siemens, Nortel, Comdial, Kentox, Allied Telesys and Key Voice Unified Messaging (voice mail, email, fax, email & fax reader, visual call management with MS Outlook integration)

> Manage all aspects of sales engineering support and operations; including Company provided Telecommunications / Data services to clients as both a service bureau and on project basis covering all aspects of telecom infrastructure; Contracts include evaluation and/or ongoing management of local, long distance, data paging, cellular service providers, in-house communications equipment management and maintenance, new solution and technologies deployment, cost/saving justifications and budget preparations including voice over IP (VoIP) and wireless networks (MAN, WAN and LAN). Also consistently reduce client telecom costs by an average 25% to 50% by: implementing standard hardware platforms across multiple locations, bundling local, long distance and data carrier contracts to volume discounts, renegotiate unfavorable vendor contracts, auditing telecom vendor invoices for accuracy and additional savings opportunities, modifying telecom configuration as clients grow and as new products become available, deployed a 3.5 mile fiber optic ring connection to 31 office building as a "last mile carrier" and successfully negotiated access contracts with CLEC communications providers such as Adelphia, E-Spire and US LEC

INTERNATIONAL VOICE TECHNOLOGIES (IVT)

Vice President - Operations and Sales Engineering

Jacksonville, FL

July 1995 to June 1997

- Provided voice processing services as a service bureau as well as customized development of client applications on a project basis.
- Developed company's proprietary voice mail platform
- Negotiated joint venture agreement enabling company to become the largest voice mail service bureau in North Florida

- Responsible for all areas of operations including client systems development and implementations as well as IVT technology infrastructure management
- Successfully support sales efforts by consultation and design of telecommunications solutions to meet specific needs
- Secured customers for voice mail messaging services and other products including audio-text, voice forms and DTMF applications

VOICE LINK, INC.

Jacksonville, FL

Vice President - Operations and Sales Support

July 1993 to June 1995

Secured funding, developed and executed a successful business plan to create Voice Link, Inc.

- Developed RFP, selected and negotiated preferred vendor contract for voice processing platform
- Hired and trained operations and sales staff (18 FTEs in total)
- Designed and implemented a successful direct marketing and dealer program
- Grew to over 1000 mailboxes within its first year of operations, outpacing the next competitor
- Responsible for management of Voice Link's technology infrastructure
- Developed customized programs for customers

AMERICAN CELLULAR

Jacksonville, FL

Vice President – Sales

June 1990 to April 1991

- Founding partner of cellular products and services dealership
- Developed and implemented the Strategic Marketing Plan and specific programs to successfully market cellular services, equipment, voice mail and paging services
- Dealership became the top market producer within a few months of inception and maintained its position as market leader
- Managed a sales force of ten sales professionals

McCAW COMMUNICATIONS / CELLULAR ONE

Jacksonville, FL

Senior Account Executive

June 1988 to June 1990

- Sold cellular service and equipment state wide, consistently achieving and exceeding assigned quotas
- Obtained promotion from account executive within first six months at McCaw

BELLSOUTH – MOBILECOMM
Territory Sales Representative

Washington, DC

- Sold paging and voice mail services nationwide
- Secured and managed accounts with local regional and national organizations including Fortune 500 companies as well as federal, state and local governments
- Consistently exceeded assigned sales quotas, increased customer base from \$20,000 to over \$100,000 in one year and acquired the largest revenue producing account in my branch.

EDUCATION

JACKSONVILLE UNIVERSITY

Jacksonville, FL

B.S., Business, May 1988 (Emphasis in Marketing)

SIEMENS COMMUNICATIONS – ICN Orlando, FL

Advanced certification for product configuration, installation, maintenance, product support and operation of Siemens Hicom 150 and Siemens HiPath communication product family networks (voice, data and video), via traditional and Voice over IP (VoIP) networks

Ross Paul DeBernardis

141 Azalea Point Drive North
Ponte Vedra Beach, FL. 32082

Home: 904-285-5074
Office 904-543-0640
rdeber@MyAccessComm.com

Extensive background in the following broad-based competencies:

CHANNEL SALES/ENGINEERING	PROCESS DEVELOPMENT
ACCOUNT MANAGEMENT DEVELOPMENT	NEW MARKET BUSINESS
STRATEGIC PLANNING & BUILDING NEW ORGNAZITIONS DEVELOPMENT	
MARKETING PROGRAMS & REVITLIZATION OF DEVELOPMENT EXISTING	
ORGNAZITIONS	

- Consistently exceeds established Sales & Revenue quotas generating from Partner Channel.
- Exccutive Manager with record of building new Direct or Indirect channels, Sales teams, Operations teams, and Technical Support teams that may be required when launching new ventures.
- Demonstrated ability to promote new products and new services through strategic partner accounts, new markets, and geographic areas.
- Experienced in developing new partnerships and alliances that are strategic and provide new revenue streams.

PROFESSIONAL EXPERIENCE

Siemens Channel Solutions Group
Present

Jan 1990 -

National Director of Partner Development – North America/ Caribbean Islands **Oct 2003 - Present**

Building, developing, growing, and managing the Siemens indirect channel in North America for all Enterprise solutions Products.

- Developed & grew new partner relationships by 20% the last three years, including OEM's, VAR (vertical and horizontal), Reseller's and Alliances.
- Grew product sales revenue to \$20 M then \$65M through indirect Channels sales in three years.
- Grew recurring services revenue from \$0 to \$8M with the addition of managed service contracts, remote maintenance contracts and ASP hosted solutions.
- Introduced three new major Strategic Alliances to Siemens Indirect Channel Partner management. These partners include Siemens, Verizon, Alltel, and CenturyTel.
- Built cohesive vertical focused partner teams that support Financial Services, Higher Education, and Healthcare.
- Planned, managed and presented at the annual "JUST-US Partner Conference."
- Collaborated with Product Marketing, Product Management and Corporate Marketing to develop new products offerings and solutions specifically targeted for the indirect channel.
- Prepare timely sales forecasts, business plans and quarterly account updates to provide

critical information needed to manage resources necessary to support sales activities and new market deployments.

- Responsible for all budgets and P&L for Indirect Channel in North America.
- Directly managed a staff of ten Area Channel Managers and six Engineers.
- Maintained consistent record of quota achievement from 102-142% during tenure in this position and awarded Presidential Circle of Excellence Award for 2003.

Siemens Strategic Alliances

Jan 2000-Oct 2003

National Director Strategic Partner Development

Responsible for Building this new Siemens Venture. Responsible for all back office Process Development, Partner recruitment, Partner Ramp up Training, and New Territory Development of Siemens OpenScape, Chantry Wireless voice & unified messaging software platforms with Strategic Accounts, CTAP, Norstan, Daycom, TLI, NACR, MVD, Co-Nexus, and B&C Telephone.

- Coordinated with nine Siemens Direct Regional VP's to provide account support.
- Developed strategic account plans to build the Strategic Alliance Group with key Partners that resulted in \$4M+ in revenues the first year in business, \$10M in yr. two and \$19M in year three.
- Established all back office process for Siemens Sales, Partner Ordering / Factory Shipping, and put in place strong direct working relationships with strategic partners and coordinated sales efforts with partner sales teams.
- Supported the sales efforts of multiple partners by building the Sales Support, Engineering Support, and Administrative Support, and Order Administrative teams based on the Sales & Revenue volume increases.
- Developed Partner customer seminars with a direct pull through sales model, presentations, sales training, direct mail campaigns, and other Sales & Revenue building activities to drive awareness, and customer demand required to achieve sales targets.
- Appointed to ISO 9001 Audit Committee Chairman Responsible for Validation of Siemens Sales & Mfg. Process.
- Maintained consistent record of quota achievement from 98%-135% during tenure in this position and awarded Presidential Circle of Excellence Award for 2002.

Siemens Office Solutions Group

Dec 1997 – Jan 2000

Regional Manager of Sales & Marketing

Directly responsible for building this new Direct Selling Group with a Transition to take place to an Indirect Selling Model after the first year. Managing all sales and marketing of the Siemens Technologies Solutions in the Southeast. Responsible for Sales, Engineering, Technical Support, Administration Staff, Operations, and Region P&L. Hired & worked to model nine other Regions Nationally that Mirrored the Southeast as the Template for Success. Hired new people, Region managers, Engineers, Channel Managers, Operations and Support Staff in year two of this position that were required for the re-designed of nine other Regions.

- Responsible for all aspects of sales management including quota achievement, forecasting and contract/pricing administration.
- Planned, coordinated, and executed Sales Account strategies that included Training and the development of solution-based selling skills, which improved self-reliance on Siemens Products.
- Management responsibility including business planning, budgets, sales and marketing programs, hiring recruiting and sales training, plus new product launches.
- Increased overall sales by 76% from \$4M to \$7.5M per year after the second year for the Southeast Region.
- Achieved Presidential Circle of Excellence Awarded three consecutive years in a row, with 110% to 167% attainment of regional sales & operations targets.

Siemens/IBM Rolm

Oct 1993-Dec 1997

Jacksonville/Tallahassee Northern Fl. Sales Manager

Responsible for management of sales & operations teams focused on selling, installing and servicing Siemens Contact Center, IVR's and voice processing solutions.

- Achieved sales of \$3.5M per year in 1993 & 94 with the highest GP nationally.
- Increased the ranking of the Jacksonville/Tallahassee Office of 37 out 42 offices nationally to no# 7 in first 18 months.
- Developed sales programs and new product introductions.
- Achieved sales of \$5.5M in 95, \$6.5M in 96, and \$8.2M in 1997.
- Named NO # 1 Sales Office Nationally as a % of Sales & Revenue quota in 1996.
- Achieved Presidential Circle of Excellence Award three consecutive years in a row, with 126% to 180% attainment of Sales Office sales & operations targets.
-

Siemens Tel-Plus

Jan 1990 –Oct 1993

Jacksonville/Atlanta Sales Manager

Responsible for management of sales & operations teams focused on selling, installing and servicing Siemens Contact Center, IVR's and voice processing solutions.

- Achieved sales of \$2.5M to \$3.3M per year in 1990 & 1993.
- Jacksonville Office named Tampa Branch office of the year in 1991 & 1992.
- Developed sales programs and new product introductions.
- Achieved Presidential Circle of Excellence Award 1991 & 1992 with 118% to 141% attainment of Sales Office sales & operations targets.

NEC America

Jan 1983 –Jan 1990

Account Sales Executive in Western Penna. 1983 to 1986 Sales Manager for Reston, VA & Baltimore, MD offices.

Responsible for Sale of NEC Contact Center, IVR's and voice processing solutions in both general business type accounts and State and Federal GSA client contracts. Had account responsibility for such clients as Citicorp, UPI, TELENET, US Sprint, NASA, and Dept. of the Army, EPA, State of Penna. 1983 to 1986, and State of MD. 1986 to 1990.

Sales management Responsible for management of sales & operations teams focused on selling, installing and servicing Siemens Contact Center, IVR's and voice processing solutions.

- Achieved personal sales of \$4.5M through & to \$5.9M per year in 1983 through 1986.
- VA & MD Office 1987, 89 achieved Sales & Revenue Targets of \$19M & \$ 26M Respectively.
- Developed sales programs and new product introductions.
- Awarded Presidents Club 1986, 1987 1988 1989, for Personal sales & Sales management for Sales & Sales Revenue Attainments

Courtesy Promotions

Feb 1979 –Jan 1983

Account Sales Executive in Western Pennsylvania

Responsible for Sales Advertising media in Radio, TV, Print, Billboard Signs, with a Vertical Focus on Banking, & General Business accounts. Also developed sales programs and new product introductions.

United Republic Life Insurance

Feb 1975 –Jan 1979

Account Sales Executive in Western Pennsylvania & Regional Manager

Responsible for Sales of Whole Life policies to individuals & Small Business. Promoted to Regional Sales Manager with a Team of 24 Sales Agents covering Central & Western Penna. Presidents Club recipient 3 consecutive years.

John Hancock Ins. & Financial Services

Nov 1973 –Dec 1975

Account Sales Executive in Western Pennsylvania

Responsible for the Sale Life, Medical, and Key Ins. Plans for Individuals & Small Business. Provided Financial Planning services for Small Business.

PROFESSIONAL DEVELOPMENT

- Miller Heiman Courses, including Strategic, Conceptual Sales Training and Channel Partner Management
- W.F. Murray Associates – PRAXIS Management Training, Team Development, Leadership / Business Values
- Holden Corp-Power Base Selling
- Frank Lynn & Associates –Channel Marketing, Sales Force Strategy, Fitting New Technologies into the Market
- Solution Selling Sales and Sales Mentor Training
- BCR ATM Technology & Applications NY, NY Nov 1998
- BCR Frame Relay & Fiber Ring Technology & Applications NY, NY April 1996
- Franklin Covey Leading Habits Nov 1999
- Powerful Presentations, Wilson Learning Tampa Fl. 1995
- Channel Pro Channel Management Programs
- Siemens Executive Management Training

Proficient In the following:

ACT, Siebel Systems, LYNX

Sales force Automation

Data Warehousing

EDUCATION

State University of New York (SUNY)
Business Administration & Marketing

1970-1972

EXHIBIT D

Financial Statements - Confidential / Filed Under Seal

CERTIFICATE OF SERVICE

The undersigned employee of Elliott & Elliott, P.A. does hereby certify that she has served below listed parties with a copy of the pleading(s) indicated below by mailing a copy of same to them in the United States mail, by regular mail, with sufficient postage affixed thereto and return address clearly marked on the date indicated below:

RE: Application of **Access Communications, LLC**, for a Certificate of Public Convenience and Necessity to Provide Resold Interexchange and Resold Local Exchange Telecommunications Services for local service offerings to be regulated in accordance with procedures Authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C; and for Interexchange service offerings to be regulated in accordance with procedures established for Alternative regulation in Order Nos. 95-1734 and 96-55 in Docket No. 95-661-C.

DOCKET NO. 2010-236-C


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PLEADING: DIRECT TESTIMONY OF
RICHARD J. SLININ

August 20, 2010



Jackie C. Livingston
Paralegal to Scott Elliott